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Musser Forests, Inc., Indiana, Pa.

GROWERS OF THOROUGHBRED

NORTHERN GROWN EVERGREEN NURSERY STOCK

1943

SPRING PLANTING LIST &
Christmas Tree Growers' Guide

*Trees Planted Now
Build America's
FOREST STRENGTH*

Mr. Land-Owner, Check These Points:

Idle land is wasted land. Thousands of acres of land in the United States are lying idle, which can be put to work earning money for you by planting with healthy, selected Musser Tree Stock. ✓

85% to 95% of planted trees grow to maturity. ✓

After planting, seedling trees require no cultivation or care. ✓

Reforested land increases in value at the rate of at least \$10 per acre per year. 30-year-old pine timber is worth at least \$300 per acre. ✓

Trees can be insured against fire at a nominal rate. ✓

Christmas Trees are a profitable by-product of a forest plantation, produced by necessary thinning of the planting. ✓

There is an exceedingly rich market for Christmas Trees. ✓
Planted evergreens are most wanted and command highest market prices.

There are no restrictions on the sale of trees or timber grown from Musser stock. ✓

\$1000 invested to plant a 50 acre tract will be worth at least \$15,000 for timber in 25 to 30 years, not considering Christmas Tree profits reaped in the meantime. ✓

Reforested land is practically tax-free in many states. ✓

Land planted with trees and insured against fire is the finest insurance policy for your estate. ✓

TO BEST CAPITALIZE ON THESE POINTS,

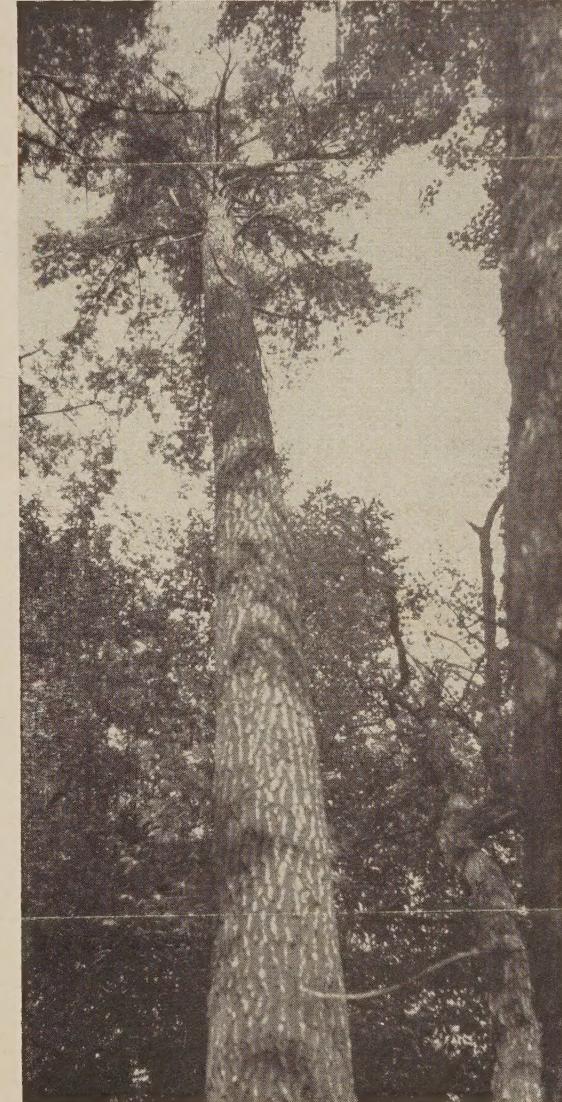


PHOTO COURTESY OF J. W. WARNER, INDIANA CO., PA., COUNTY AGENT

No--It's Not a Musser Tree!

but millions of seedlings from our nursery, now planted throughout the United States, are growing into timber as fine as this stately old White Pine.

Plant MUSSER TREES Grown from CERTIFIED SEED

Planting cost on cheap stock is as high as for high grade MUSSER STOCK. In the long run it always pays to PLANT THE BEST!

Be Sure ... Plant MUSSER TREES

that Grow!

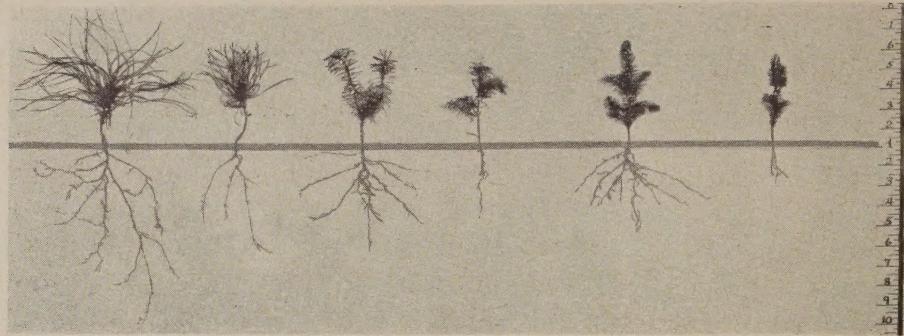


Seed Bed Preparation
Finest equipment used to properly prepare nursery soil.

✓ **SECOND**, by the application of scientific methods to seed bed preparation — constantly testing soils, developing new food formulas required by different species of trees.

✓ **THIRD**, weekly checks of all seedlings, studying the root development, color, height and growth. Every factor in the life of the tree is considered.

✓ **RESULTS**: We can proudly offer to the trade a stronger, healthier tree with a root system that permits trees to be transplanted with a smaller percentage of loss.



Two Year Seedlings above show the startling results of Musser Scientific Culture. Trees marked A were given full benefit of treatment as described below; Trees marked B "just grew." They were all raised in beds side by side. Note sturdy root structure of "A" trees.

Scientifically Produced Under Controlled Conditions

For the past three years our Chief Horticulturist has worked on the development of a more perfectly balanced seedling tree. That is, a tree with healthier leaves, stronger stems, and, above all, a **LARGER** and **STURDIER** ROOT SYSTEM.

✓ **FIRST**, by the selection of A-1 seed that must pass a series of tests developed in our laboratories. Low vitality seed is discarded before planting.



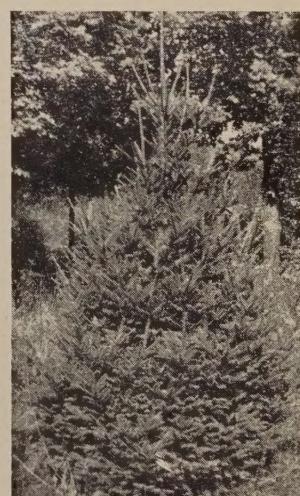
An Endless Task — Weeding Tree Seedlings



A beautiful SCOTCH PINE. Long needles on branches, as well as twigs are typical.

Musser Cultured Seedlings

PRODUCE SUPERIOR TREES



NORWAY SPRUCE. A very symmetrical tree, always holding a rich, deep green color.

New Plant Food Insures a Better Start for Musser Tree Seedlings



Valley Section of Musser Forests, Inc. Nursery

From our laboratories we have developed a plant food extracted from parts of certain wild plants and shrubs. This discovery has surpassed all our expectations, and has solved the two most important problems involved in the movement of seedling trees from nursery to plantation. **FIRST**, it preserves the tender root hairs of your seedlings

while in transit. **SECOND**, it stimulates the seedling root system so that there is little loss of growth after seedling is transplanted in soil.

This solution is added to the moss that is placed around the roots of the trees when they are packed for shipment.

We do not recommend further use of fertilizers unless you are entirely familiar with them. Too much fertilizer is usually more detrimental than too little.



Planting for Prosperity After the War
If local male labor is not available, girls can do the planting.

PLANTING INSTRUCTIONS

When to Plant

Best results are usually obtained from spring planting (March 15 to June 1). However fall planting is often quite satisfactory when larger transplant stock is used, and when the site is fairly dry. Never attempt to plant in the fall on moist sites as the trees will be heaved out of the ground by the action of the frost on the soil. Fall planting season is Sept. 1 to Nov. 1, or when the ground freezes.

Preparations for Planting

It is not necessary to prepare the soil in any way before planting. Plowing before planting oftens allows too much settling after planting leaving the trees lying upon the surface. Sod and weeds in the planting site conserve moisture, and shade the young trees during the hot months of the first few seasons after planting. Do not fertilize before, during, or immediately after planting as the fresh fertilizer invariably burns the tender roots. Fertilizer as a top dressing around the trees may be added several years after planting if desired.

When your trees arrive **UNPACK AT ONCE**. This is very important. While trees are out of the ground they must be handled very carefully. Do not expose the roots to sunlight or drying winds, or the trees will be seriously injured or killed. Dig a trench deep enough to accommodate the roots and long enough to hold the trees. This trench should be near the planting site in a shaded location such as the north side of a building or woods, and accessible to water if possible. Your trees will come packed in crates or cartons with the roots wrapped in moist moss and the tops dry. Remove all of this packing material and place the bundles of trees in the trench, packing loose soil tightly around the roots so that air is excluded. If the soil is dry water them after "Heeling-in." When planting carry a few bundles of trees in an

ordinary water bucket with the roots immersed in thick, soupy mud. This mud mixture will adhere to the roots, and while planting will dry slightly on the surface conserving the necessary moisture in contact with the root itself.

How to Plant

A mattock is the best tool for tree planting. Dig a hole deep enough to accommodate the roots, and large enough to allow for spreading out the roots. See Figure A. Next take a tree from the bucket and place it in the hole so that when the hole is filled the tree will stand as deep or preferably $\frac{1}{2}$ to $\frac{3}{4}$ inches deeper than it was in the nursery. Spread out the roots as much as possible, never curl them up in a ball. Then fill the hole partially and pack soil firmly about the roots with hand or mallet. Then fill the hole completely leaving a slight depression to catch rain water. Avoid using stones and pieces of sod in filling the hole as these make air pockets that are detrimental to the successful establishment of the seedling. Careful spreading of roots, and tight packing of good soil around the roots will insure success with planting.

Crew Organization

Planting small tracts three men work well together. One man goes ahead and digs the holes, the other two follow with buckets of trees and plant them in the holes. In planting more extensive tracts ten men will work to the best advantage. Three men go ahead in a parallel line digging the holes. Two planters follow each digger setting the trees. The tenth man follows the crew with two buckets of trees and replenishes the planters buckets as necessary; also to observe that no more than one tree is planted in each hole, to watch spacing, to see that trees are planted properly, and to keep the crew going as rapidly as possible.

Spacing

Where thinning is to be done at a comparatively young age (4 to 5 years) as with a Christmas Tree plantation, spacing is 3' by 3' or 4' by 4'. With a forest plantation when no thinning is intended for 20 to 25 years 5' by 5' or 6' by 6' is recommended.

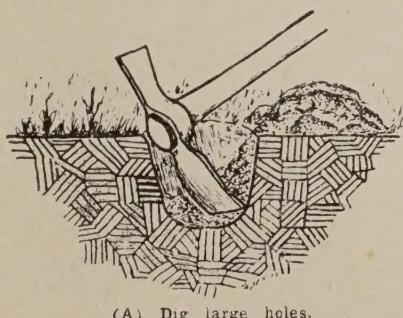
Number of trees required per acre for different spacings:

3 x 3 — 4,840

5 x 5 — 1,742

4 x 4 — 2,722

6 x 6 — 1,210



(A) Dig large holes.



(B) With tree in place partly fill the hole, then pack before final filling.

Musser Forests, Inc.
Indiana, Pennsylvania

Spring, 1943 Planting List

Office, 515 Philadelphia Street
Phone 422

WHOLESALE — ALL PRICES SUBJECT TO CHANGE WITHOUT NOTICE

Nursery on Clymer Road
Phone 4122-14

	PITCH PINE	Per 100	Per 1000
2 yr. Seedlings	(2-0)	4-9 in.	\$ 1.60 \$ 8.00
3 yr. Seedlings	(3-0)	10-16 in.	2.00 10.00
4 yr. Transplants	(2-2)	7-14 in.	2.50 12.50

MONTEREY PINE

2 yr. Seedlings	(2-0)	3-5 in.	2.00 10.00
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JAPANESE RED PINE

2 yr. Seedlings	(2-0)	3-6 in.	1.60 8.00
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SCOTCH PINE

2 yr. Seedlings	(2-0)	3-7 in.	3.00 15.00
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RIGA SCOTCH PINE

Grown from Certified Seed—This Seed not Obtainable Today.			
3 yr. Seedlings	(3-0)	6-14 in.	4.00 20.00

SPECIAL SCOTCH PINE

Grown from Certified Seed—This Seed not Obtainable Today.			
3 yr. Transplants	(2-1)	4-8 in.	5.00 25.00

AUSTRIAN PINE

Grown from Certified Seed—This Seed not Obtainable Today.			
2 yr. Seedlings	(2-0)	4-7 in.	3.00 15.00

WHITE PINE

Excellent Timber and Christmas Trees			
2 yr. Seedlings	(2-0)	2-4 in.	2.00 10.00

3 yr. Seedlings	(3-0)	4-8 in.	2.40 12.00
3 yr. Transplants	(2-1)	3-6 in.	3.00 15.00

MUGHO PINE

This Seed not Obtainable Today.			
5 yr. Transplants	(3-2)	6-9 in.	16.00 80.00

AMERICAN RED PINE

One of the Best for both Timber and Christmas Trees.			
2 yr. Seedlings	(2-0)	2-4 in.	2.00 10.00

3 yr. Seedlings	(3-0)	4-8 in.	2.50 12.50
3 yr. Transplants	(2-1)	3-6 in.	3.60 18.00
5 yr. Transplants	(3-2)	10-18 in.	10.00 50.00

SPECIAL AMERICAN RED PINE

Seed Obtained from Finest Stands of Virgin American Red Pine			
3 yr. Seedlings	(3-0)	5-10 in.	3.00 15.00

BANKS PINE

Timber, also makes excellent Christmas Tree. Very fast growing.			
2 yr. Seedlings	(2-0)	4-8 in.	2.40 12.00

3 yr. Seedlings	(3-0)	10-18 in.	3.00 15.00
4 yr. Transplants	(2-2)	18-24 in.	4.00 20.00

NORWAY SPRUCE

This Seed not Obtainable Today.			
2 yr. Seedlings	(2-0)	3-6 in.	2.00 10.00

3 yr. Seedlings	(3-0)	6-12 in.	3.00 15.00
3 yr. Seedlings	(3-0)	12-16 in.	4.00 20.00
6 yr Transplants	(4-2)	10-14 in.	10.00 50.00

BLACK HILLS SPRUCE

3 yr. Seedlings	(3-0)	2-6 in.	3.00 15.00
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Special Offer

NUMBER ONE

100 TREES as listed below \$3

ADD 25 cents for Postage and Packing

25 Colorado BLUE SPRUCE—4 to 8 inches

25 NORWAY SPRUCE—6 to 12 inches

25 American RED PINE—4 to 8 inches

25 BANKS PINE—10 to 18 inches

• Please do not send stamps. Send checks or money order. Trees will be shipped to you in spring or fall at proper planting time.

This List
Includes
only the
Highest
Quality
Forest
Tree
Stock
BUT
it is
sold at
Compet-
itive
Prices

For
Same
High
Quality
Forest
Tree
Stock,
We
Meet
or
BEAT
Prices
of
All
Others



Aerial view of section of our nursery producing 14,000,000 Forest, Christmas Tree, and Ornamental, seedlings and transplants annually

Terms

NO ORDER CAN BE ACCEPTED for LESS THAN UNITS OF 25 OF ONE VARIETY and SIZE. Cash with order earns 5% discount. Orders booked on one-half cash with order, balance C.O.D. 10% discount on orders of 25,000 or more. Where the 10% volume discount is earned, the 5% cash discount does not apply. 10% is maximum combined discount. 25 of one kind and size at the 100 rate; 250 of one kind and size at the 1000 rate.

Shipping

All prices F. O. B. Indiana, Pa. INCLUDE 50¢ for PACKING CHARGES on orders of less than

1000. No packing charges on orders of 1000 or more. We will ship Express C.O.D. for the shipping charges unless otherwise specified. We will do our best to ship stock to arrive at destination on a specified date. However, due to varied weather conditions during our shipping seasons, we cannot guarantee to always have trees at destination on a definite date. All stock that we ship is of the highest quality and is carefully packed by experienced men; it should arrive in good condition. If planting instructions are carefully followed, good results can be expected. However, we cannot be responsible for weather conditions and proper planting or implied. Due to wartime conditions, we will

ship trees only on Monday, Wednesday and Thursday of each week.

Explanation of Price List

The figures 2-0, 2-1, 2-2-1 indicate the number of years the trees have been in the seedbeds and transplant beds. The first figure indicates the number of years in the seedbed. A dash followed by a figure indicates a transplanting. The second figure is the number of years in the first transplant bed, and the third figure the number of years in the second transplant bed. Thus the sum of all figures is the total age of the tree.

DESCRIPTIONS & GROWTH HABITS

PITCH PINE—An especially valuable, hard pine timber tree. Grows in the poorest, dryest soils. Resistant to diseases and insects, and is considered resistant to fire damage to a high degree. Seldom used as an ornamental. Requires sunlight.

PONDEROSA PINE—A western pine. Long, green needles. A good timber species. Grows well in any soil.

NORWAY SPRUCE, RED SPRUCE and WHITE SPRUCE—Graceful, symmetrical tree of rapid growth. Pendulous branches, dark green foliage. Makes excellent hedges and windbreaks. Will stand clipping and pruning. Prefers heavy soil, and will grow in partial shade.

AUSTRIAN PINE—Heavy bushy form. Excellent for wind-breaks, screens, and single specimens. Rapid growing, prefers good soil. Beautiful Christmas Tree.

WHITE PINE—A very valuable timber species native to eastern United States. High ornamental value having soft light green foliage. Typified by distinct whorls of branches. Best growth attained in good well drained soil and full sunlight.

MUGHO PINE—Dwarf, spreading, slow growing ornamental. Hardy everywhere except in wet soil. Requires sunlight.

AMERICAN RED PINE—Dense foliage. Beautiful long, deep, green needles. Fast growing. Will thrive in dry and poor soils. requires sunlight. Very good timber. From our own experience we also highly recommend it for a Christmas tree.

BANKS PINE—A very fast growing, small products timber species. Will thrive

mental. Dark green foliage. Grows with a dense, even, pyramidal form. Requires good rich soil.

SITKA SPRUCE—Very much like Norway Spruce except faster growing. Native of Alaska. Highly recommended.

COLORADO BLUE SPRUCE—Ranges in shade from slightly blue green to marvellous blue. Grows in any soil, prefers sunlight.

BALMUL FIR—Symmetrical, fragrant. Flat, blue-green needles. Prefers medium to heavy soils, and will thrive in shade. Recommended for extreme northern states only.

EUROPEAN LARCH and JAPANESE LARCH—Bright green feather foliage. Deciduous. Prefers moist soils. Slender pyramidal form. Very fast growing.

PYRAMIDAL ARBORVITÆ—Columnar shaped. Very popular for formal plantings. Grows from 15 to 20 feet. Requires rich moist soil.

Christmas Trees AS A Cash Crop

Plant Now for Future Prosperity

LET NATURE WORK FOR YOU —
SALABLE CHRISTMAS TREES READY
IN 4 TO 8 YEARS.

- Over 40,000,000 Chirstmas Trees used in the United States each year.
- Original sources of supply are rapidly decreasing and quality is becoming more inferior.
- Average wholesale price over long period of years is 50 cents per tree.

GENERAL CONSIDERATIONS

For the past twenty years we have been growing and shipping Christmas Trees. We have shipped large quantities to most of the important markets in eastern United States. The business of growing Christmas Trees is in its infancy.

Some people have the mistaken idea that there will soon be an over-production of Christmas Trees. During the past number of years, we have inspected practically every source of supply of Christmas Trees in the United States and Canada. We have made a thorough study of the markets and the demand for **quality** trees. From our experience, we are convinced that there will be a very good market for high grade Christmas Trees for a great many



Scotch Pine plantation seven years old and ready to be cut.

years to come. The market for select, **planted** pine trees is practically unlimited. Although in the past, Spruce and Fir trees have been generally used for Christmas Trees, **planted pines** are rapidly replacing them. **All pines** are much faster growing than Spruce. All pines retain their long needles and fresh appearance for months after being cut, whereas the short needled trees which are commonly shipped in, begin to shed within a day or two after being decorated.

We offer in this article some of the information we have gathered from our own experience. Although we have a large

acreage growing Christmas Trees, we know that all we can possibly produce, will not fill even a small part of the demand for quality trees. For this reason, we do not hesitate to furnish to anyone, any information that we have gathered together over a long period of years. The custom of using Christmas Trees started a great many years ago and will undoubtedly continue to do so, in both good and bad times.

SPECIES

The most desirable species to plant for Christmas Trees depends upon several factors. First, and probably most important



Christmas Trees cut—ready for bundling. Standing trees in background will be left for timber.

to be considered, is the quality of the soil; second, is the local demand for a certain species of tree; and third, is the question of economy of production.

Scotch Pine— If you already have the land you intend to plant, look at its characteristics. Hilly, stony, eroded or otherwise poor land with low moisture content is the logical site for **Scotch Pine**. This species will grow in nearly any type of soil. It makes a symmetrical, compact tree, if **seedlings grown from the best strain of seed are used**. Although comparatively a new tree on the Christmas Tree market, its popularity is increasing each season. Due to its rapid rate of growth while young, Scotch Pine is the most economically produced of the planted trees. In five to seven years it is ready to market. We offer for sale seedlings and transplants grown from the very best strains of Scotch Pine seed.

American Red and White Pine— These species are **highly** recommended. They require a little better soil than the Scotch Pine, and take a little longer to grow to salable size. However, both Red and White Pine **always** hold their rich green colors. They have good straight stems, which are desirable in a Christmas Tree. They too are becoming **more popular each year** for a Christmas Tree. They hold their needles for months after being cut. Pruning is not necessary on Scotch, Red or White Pine, but is recommended.

Banks Pine— We cannot recommend this tree too highly. Its qualities of fast growing, straight stem, rich green color and short needles make it one of the most popular Christmas Trees.

Austrian Pine— This long-needled, dark green, perfectly shaped tree, while slower growing, is an excellent Christmas Tree.

Spruces have been used for years. These have been wild trees taken from the northern woods, and in general are very much inferior to planted trees in shape and appearance. Spruce requires rich, moist soil and the species are much slower growing than the pines. Due to the fact that the needles begin to shed from a cut tree within a few weeks, they cannot be placed upon the market in a fresh condition, unless cut at the last minute. Spruce is, however, unexcelled as a **living** Christmas Tree. Furthermore, we cannot discount the fact that a bushy, well-shaped planted Spruce will always be very much in demand. All varieties of Spruce are in demand as ornamental trees. Spruce may be pruned if desired, but it is not necessary.

Order Blank — MUSSER FORESTS, Inc., Indiana, Penna.

GROWERS OF THOROUGHBRED EVERGREEN NURSERY STOCK

Your Name.

Ship by— Parcel Post () Express ()

R. F. D. or

...Ship to

Street No.

City an

State

Shipping Date

All prices except special prepaid offers are F. O. B. Indiana, Penna. Add 50c packing charge on orders less than 1000 trees. Cash with order, or orders will be shipped C. O. D. providing payment of one-half accompanies order.

YOUR FRIENDS

who are interested in securing reliable nursery stock will appreciate receiving our PRICE LIST. Thank you for your cooperation . . .

Name _____

Name _____

St. and No.

St. and No.

City and State

City and State

Name

Name _____

St. and No.

St. and No.

City and State

City and State



Two stages in the process of bundling trees with the "Musser Christmas-Tree Baler" for the wholesale market. Trees are bundled, one to six trees per bundle, according to size.

PLANT SEVERAL SPECIES

A mixture of species in the same plantation is the most desirable method of planting. With a variety of species to offer, you will undoubtedly make additional sales. Also different species have different rates of growth, making it possible to harvest more crops from the same plantation.

We would suggest a planting of 70% pines, and 30% spruces. You may have several varieties of both species, depending on your particular soil and climate conditions. You will find it will pay you well when marketing time comes.

PREPARATION OF THE PLANTING SITE

We recommend no preparation of soil before planting. The added expense is usually not justified, and often a light growth of grass and weeds is actually beneficial to the growth of young trees since they offer shade and moisture retention during the early stages of the plantation. If you intend to cultivate your trees after planting it will be necessary to plow the site first.

PLANTING

When growing trees are spaced too closely together, they crowd, and the resulting competition speeds up the height growth but tends to make the trees thin and thus poor Christmas Trees. The best shaped trees will be grown by spacing far enough apart that they do not interfere with each other. However, it is economical



Bundled Christmas Trees leave plantation by team and wagon. Standing trees will be left for timber.

to speed up the growth somewhat, and it is advisable to utilize all the land. Through years of experimenting we have arrived at an average spacing of four feet as being best for all Christmas Tree plantings. Planting is done as with any forest trees. Directions appear on page three of this Price List.

PRUNING OR SHEARING

Pruning or shearing is recommended for growing all varieties of Pine Christmas Trees. It develops a solid, extra heavy branched and bushy tree. This procedure will produce a premium tree that will command the very highest prices. Pruning is done at about the fourth year, and before the new tender growth starts to get



Bundled trees ready to be trucked or loaded on railroad cars.

tough and woody. It is usually done between June 1st and July 31st. Pruning is an easy thing to do, one man using long shears can prune at least 50 trees per hour. Trim off about one-half of the new growth made during one season. Later in the season many new buds will form which will produce many more branches the following year. Also shape the tree to a symmetrical form.

Except for pruning, no care or cultivation is necessary.

HARVESTING

The trees of a Christmas Tree plantation do not all arrive at merchantable size the same year. As soon as some are of suitable size they should be cut and marketed. The following year more will be ready. Where much land is available it is a good plan to combine reforestation with the Christmas Tree cutting. Under this system you will plant a new tract each year, and as they become of age to harvest, cut only 50% of the trees leaving the remainder to grow into timber. This 50% may be cut over a period of three or four years, but in that time you will have several tracts to cut over.

MARKETING

Your particular marketing conditions will determine the manner in which you will handle your cutting operations. Some growers merely market their trees on the ground. The customer selects his tree, you cut it and he takes it home. Or you may sell trees on the stump to a dealer who comes in and cuts his trees. If you retail your trees on a lot or sell in small amounts to other dealers the cut trees may be transported loose on a truck or wagon. However, if you intend to ship trees, or truck them long distances, they should be baled. This amounts to tying several trees together, and binding the branches down flat on the main stem. This allows many more trees to be loaded in the same space, and tends to protect them from damage and breakage while handling them. Many ingenious devices have been constructed for aiding in tree baling, but as yet none have been placed on the market.

Marketing a Christmas Tree crop must be done within about four weeks of the year. Conditions vary somewhat throughout the country, but usually you can expect a strong market for your product. You will no doubt have competition from "shipped in" wild trees, but experience has shown that planted trees sell when others do not. They also command a much better price throughout. This fact is very obvious when you compare the quality of the two types of tree.

Address questions regarding Christmas Tree Cultivation to **Musser Forests, Inc., Indiana, Pa.** We shall be glad to help you with your problems in any way possible.



Christmas Trees go by railroad car to distant cities.
Two to four thousand trees per car.

Whether you plant one acre in trees . . .
or one thousand acres,

It pays to PLANT THE BEST

If planted under the proper conditions, 85% to 95% of Musser Cultured Tree Stock will grow to maturity and return an excellent profit on your investment in seedling trees, in labor, and in land.



Four-year-old American Red Pine Plantation. As can be seen, practically 100% of the Musser Trees planted in this area are maturing. In two more years, Christmas trees will be thinned from this plantation.

times over), the remaining trees will be left with room to develop to full maturity. They will grow into much needed timber which will increase in value at least \$10 per acre per year. Thus a 15-year-old tract should be worth \$150 per acre, and a fully grown 30-year-old planting, \$300 per acre.

We know that these figures are accurate for Musser Cultured Stock, because for the past 20 years we have put out plantations on our own land, and have verified the facts. Cheap planting stock will not give the same returns.

Yes . . . IT PAYS TO PLANT THE BEST!



Musser Forests, Incorporated

GROWERS OF THOROUGHBRED

Northern Grown Evergreen Nursery Stock

OFFICE:
515 Philadelphia St.
Phone 422

Indiana, Pennsylvania

NURSERY:
Clymer Rd., near Indiana
Phone 4122-R-14

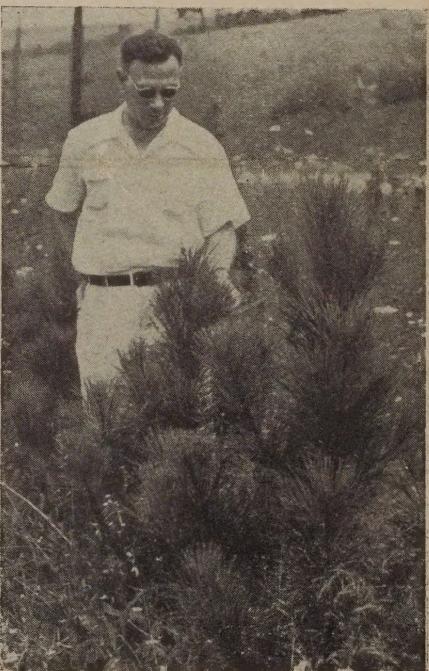


Constant weeding of seedling trees is necessary to permit full development of Musser Tree Stock — a painstaking task, necessarily done entirely by hand.

There are very few investments involving the use of land which are so safe and sure as a tree plantation. It pays in two ways:

(1) The Christmas tree crop from a given planting will begin to return cash to you within five to seven years. The continuance of the Christmas tree market is probably as secure as the institution of Christmas itself. The Christmas tree is a definite part of American life for both child and adult.

(2) The acute lumber shortage definitely shows where the second return comes from your plantation. After thinning 75% of your planting for the Christmas tree market, (which in itself will repay your investment several



Fred Musser, developer of the proven Musser Culture for Tree Seedlings, examines a fine 4-year-old specimen of American Red Pine — only two more years to go for best Christmas tree marketing.